

# Market Insights and Outlook for 2024

Emily Deaton

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## **Executive Summary:**

The pre-owned private aviation market entered 2024 with more stability than many initially expected, as stronger fourth-quarter activity helped offset concerns surrounding inventory growth and post-pandemic demand normalization. jetAVIVA expects a more balanced market environment moving forward, with steady inventory levels, normalized aircraft depreciation, and continued activity across private jets for sale, business jets for sale, and light jets for sale, including aircraft such as a Gulfstream G550 for sale, Challenger 350 for sale, Citation Mustang for sale, and Phenom 300 for sale. For buyers and sellers evaluating how to buy a private jet or how to sell a private jet, the company emphasizes the importance of preparation, realistic pricing strategies, and working with an experienced private jet broker and private jet expert as market conditions continue to evolve.

## **Key Takeaways:**

- The business aviation market stabilized in 2023 despite earlier concerns about declining demand.
- Inventory levels and aircraft pricing are expected to remain more balanced in 2024.
- Capacity constraints and supply chain challenges continue to impact transaction timelines.

## **FAQ:**

### ***How did the private aviation market perform in 2023?***

Despite uncertainty at the start of the year, stronger fourth-quarter activity helped create a more stable and successful market than many expected.

### ***What market conditions are expected for business aviation in 2024?***

The market is expected to remain balanced, with normalized inventory levels, steady pricing trends, and active buyer demand across business jets for sale.

### ***Why are supply chain constraints still affecting aircraft transactions?***

Labor shortages, geopolitical pressures, and service center capacity limitations continue to create delays across maintenance, legal, tax, and escrow processes.

### ***How could new aircraft deliveries impact the Gulfstream market?***

The introduction of newer aircraft models may increase inventory and pricing adjustments for aircraft such as a Gulfstream G550 for sale and other large cabin jets.

### ***Why should buyers and sellers work with a private jet expert in today's market?***

An experienced private jet expert and private jet broker can help clients navigate pricing trends, market timing, transaction strategy, and operational complexities more effectively.

#### **About**

Founded in 2006, jetAVIVA is a globally recognized private jet broker and private jet expert, celebrating 20 years as a leader in turbine aircraft sales and acquisitions. Having supported thousands of clients in over 40 countries, jetAVIVA consistently ranks among the top firms for private jets for sale and business jets for sale by total transactions. The company specializes in representing buyers and sellers across the full spectrum of aircraft, including light jets for sale, super-midsize platforms like the Challenger 350 for sale, and large-cabin aircraft such as the Gulfstream G550 for sale. jetAVIVA provides comprehensive, expert guidance on how to buy a private jet, how to sell a private jet, and how to maximize value throughout the entire ownership lifecycle.